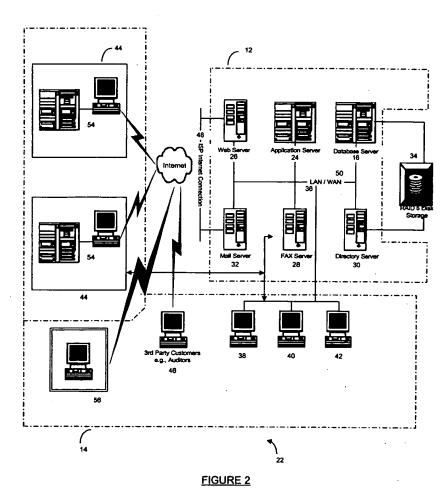


FIG. 1



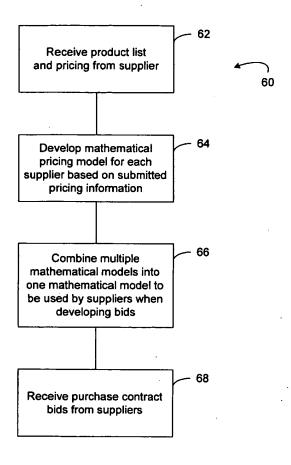


FIGURE 3

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If accurate generalizations can be made, such as "add X% for 80°C rise", "subtract X% for Al", etc. this is acceptable. However, keep in mind that which will be offered in GE's SourceBid event. The more accurate the initial matrix is, the more easily it will fit the final equation. Therefore, it is in develop a pricing equation specifically for your company. These pricing equations, from each supplier, will be the basis for the final equation the relative pricing levels should have a high degree of accuracy (i.e. every price should be as competitive as the next). This matrix will be used to Please complete the pricing matrix below and email this spreadsheet to: Gregory, Wyett@indsys.ge.com our company's best interest to utilize a pricing scheme that will be precise for each individual transformer. 4160 4800 2400 4800 6900 4160 7200 2400 intended to cover the follow 6900 4800 4160 12470 13200 13800 12000 voltage and BIL levels 240 480 208 240 480 2400 4160

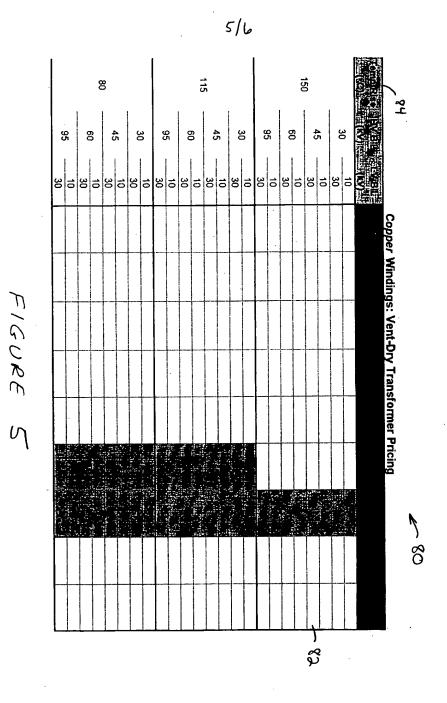
Assumptions: (if any of these assumptions are incorrect for your company, please Changing only the voltage level, while remaining in the same BIL class, does not affect price. (if any of these assumptions are incorrect for your company, please make note of this.) 12000 12470 7200 8320

4/6

No cost difference exists between Delta and Wye connections. Notes from bidder:

Secondary voltages (LV) of 208v and/or 240v may not be available in higher kVA ratings (indicate by leaving these fields blank).

FIGURE 7



	400	425	9股 525	
	Conductor KVA Temp Rise LV BIL LV HV BIL HV BIL	Conductor KVA Temp Rise LV BIL LV HV BIL HV BIL	Description Conductor KVA Temp Rise LV BIL LV HV BIL HV BIL	(\$4V.5) (\$4V.5) (\$1.00) (\$1.00) (\$1.00)
	Al 2000 115 10 480 60 13200	2500 150 10 480 60 13800	Cu 1500 150 150 480 95	\$8,441 \$8,51.5 \$7.4 38.5
FIGURE 6	\$18,148 each \$7,259,000 item total	\$19,745 each \$8,391,625 ilem total 792	\$13,904 each ~/oo \$13,904 item total ~/o²	Vent-Dry Transformer Bid Sheet Price = Const + △(kVA) + □(Temp Rise) + C(HV BIL) + □(LV BIL) H□ □ □ □ □ □
30	150	76	400 400	<i>rme</i>
6	Conductor KVA Temp Rise LV BIL LV HV BIL HV BIL	Conductor KVA Temp Rise LV BIL LV HV BIL HV BIL	Description Conductor KVA Temp Rise LV Bil LV HV Bil HV Bil	r Bid She
	500 150 10 480 60 4160	750 115 10 208 95 4160	Cu 1000 80 30 4160 30 12470	<u>ef</u> + с(нv віг)
	\$6,145 each \$921,750 item total — 92	\$10,507 each \$3,447,113 item total	\$13,098 each \$5,239,200 item total	8
				38